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Work / Life

Seven Things
You Must Give To
Others If You Want
To Achieve Success!

NAVIGATOR

By Chris Widener

A major part of the process of achieving success and living the kind of life that you dream of is to give. Many people think that to get what you want you have to take it. There is a universal truth though that the true path to get what you want is to give. When you give, you get. What you sow, you shall reap. If this is true, then what is it we must give? I'll show you the way.

1. Give Others Your Honesty.

The world we live in has a simple rule that most follow: Lie when you have to. Unfortunately, this may make some people wealthy, but it makes us humans poor. To achieve success is to become wealthy not only in money, but in character. To be successful, truly successful, is to be able to attain your goals and keep your character at the same time!

"Honesty is the single most important factor having a direct bearing on the final success of an individual, corporation, or product," Ed McMahon has stated.

Mister McMahon is right; though some might tell you otherwise. Some people will say, "You have to bend the truth to get ahead." Not true. Some of the most successful people who have ever lived were honest people.

How about you? Are you honest in all things? The problem with little lies is they become

big ones. Lies spin out of control. You get caught in one lie, and you lie to get out of it, and so on.

In all things and at all times, give others your honesty.

2. Give Others Your Respect.

Most of the time we give people respect based on what they have done or what they have accomplished. We gauge whether or not they are "worthy" of it based on what we know of what they have achieved or who they know or are related to.

But I believe we should have a higher standard. We respect people not for what they have done or for who they are related to, or for what they can do for us. Instead, we respect people for simply being.

What would happen in our world, in our company, and yes, even in our families if we started with respect for everyone else rather than making them earn it? I think we would see that most people would live up to the respect that we give them!

3. Give Others Your Vulnerability.

We are taught to "be strong." And yes, we should be strong. But we also have embraced something that I think keeps us from having the kind of life that we long for. It is an idea that keeps us from experiencing the kind of relationships that would bring

deep meaning to us. It is the idea of vulnerability.

"But Chris, make yourself vulnerable, and people will step all over you!" It is true that this will happen. But I also have seen that most people will be drawn to you. They will help you. They will open up to you. You see, we are all broken people inside. We all have secrets. Yet everyone plays the poser. When one let's down their veil, others soon follow, and we all win.

4. Give Others Your Care.

Too many people are running around this old Earth not caring about others. The days of "look out for number one" and "winning through intimidation" are over! Let's bring about a new day when we can care about others AND succeed!

Take the time to show people you care. Listen to them. Empathize with them. Love them. Now, I don't mean that you have to go around hugging everyone—that probably wouldn't fly in corporate America anyway—but we can take some time to step back from business and be human! And I have found that when we do so, our business succeeds as well!

5. Give Others Your Passion.

There is nothing this world needs more than passionate people. And people need passionate people. Living in this day and age

can be tiring. The hustle and bustle of it all can wear you down and tire you out. Give your passion to others and fire them up.

Don't just be humdrum—be excited. Give people all the energy you can muster up, and you will find that energy reciprocated. They will get energized and passionate. This in turn will fire you up more when you are already charged and get you going when you don't feel like moving at all!

6. Give Others Your Experience.

We all have areas that we excel in, and they are usually areas that we have experience in. One of the things we can do to make our lives more meaningful and be of utmost help to others is to show them the way through the experiences we have.

Sometimes it will be what they should do: shortcuts to take, people to meet, and so on. Sometimes it will be what they should not do: shortcuts not to take and people to stay away from! Whatever it is, we can be of service to others by giving them our experience, and ultimately it will make us all better!

7. Give Others Your Help.

All in all, what we want to do is to help others. Zig Ziglar says that if we will "help others get what they want, we will in turn get what we want." If we want to be successful, we should consider ourselves servants of other people. What can we do to help them and make them better? This is the true path to greatness and success, not only in business but in life!

If you want to live the life you have always dreamed of, ask yourself if you do the following:

Give Others Your Honesty
Give Others Your Respect
Give Others Your Vulnerability
Give Others Your Care
Give Others Your Passion
Give Others Your Experience
Give Others Your Help

(Source: Chris Widener, President of Made for Success, a company helping people turn their potential into performance, succeed in every area of their lives, and achieve their dreams. www.madeforsuccess.com)

WEB SITE PICKS

<http://oneacross.com/>

Do you enjoy crossword puzzles but sometimes need a little help with answers? This is the site for you. It also will help you analyze clues and patterns.

"Three grand essentials to happiness in this life are something to do, something to love, and something to hope for."

—Joseph Addison

HEALTH TIP

Cough To Reduce Pain

To reduce the pain of an injection, or when blood is being taken, or when a dressing is being changed, doctors have found a high success rate with a simple cost-free and risk-free strategy that requires no special equipment—coughing!

If you cough vigorously as the needle comes into contact with your skin, the distraction will momentarily increase your blood pressure and reduce your pain perception. It is important for the cough to coincide with the insertion of the needle. The method is effective for both adults and children.

Many methods have been proposed to alleviate the discomfort of an injection, but distraction appears to be the most effective. Although the researchers don't fully understand why this happens, they theorize that stimuli traveling along fast nerve fibers partially override painful sensations traveling along slower nerve fibers.

(Source: *Anesthesia & Analgesia* 2004; 98: 343–5; *British Medical Journal* 2004; 328, (7,437): 424. Printed in *Nutrition Hints* by Betty Kamen, Ph.D., and Michael Rosenbaum, M.D. <http://www.bettykamen.com>)

HUMOR

Once again, the *Washington Post* has published its yearly contest in which readers are asked to supply alternate meanings for various words. And the winners are the following:

1. Coffee (n.), a person who is coughed upon.
2. Flabbergasted (adj.), appalled over how much weight you have gained.
3. Abdicate (v.), to give up all hope of ever having a flat stomach.
4. Esplanade (v.), to attempt an explanation while drunk.
5. Willy-nilly (adj.), impotent.
6. Negligent (adj.), describes a condition in which you absent-mindedly answer the door in your nightgown.
7. Lymph (v.), to walk with a lisp.

8. Gargoyle (n.), an olive-flavored mouthwash.

9. Flatulence (n), the emergency vehicle that picks you up after you are run over by a steamroller.

10. Balderdash (n.), a rapidly receding hair-line.

11. Testicle (n.), a humorous question on an exam.

12. Rectitude (n.), the formal, dignified demeanor assumed by a proctologist immediately before he examines you.

13. Oyster (n.), a person who sprinkles his conversation with Yiddish expressions.

14. Pokemon (n.), a Jamaican proctologist.

15. Frisbeetarianism (n.), the belief that, when you die, your soul goes up on the roof and gets stuck there.

16. Circumvent (n.), the opening in the front of boxer shorts.

FOR REFLECTION

Walking the Walk

Walking backwards I thought was real keen,
Browsing through what I'd already seen.
The downside was, if there was a pit,
I again fell headlong into it!

But I got tired of always being bound
By the past, by what I'd already found.

Walking sideways caught everybody's eye.
They always said, "Now, there's a careful guy!"
But, inching along at such a slow rate,
The downside was, I was usually late.

And I got tired of being left behind,
And began to look for a way to shine!

Walking tall always seemed to be the best,
Facing the challenge, testing the test,
Rattling the cymbal, banging the gong.
The downside was: noise died, I was gone.

I found myself without a clue
Not knowing where to go or what to do.

Then from within, a voice said to me,
"Stop trying to do. Let go. Just be."
The pain of becoming is now my plight,
The downside is: I know the voice is right.

I try hard to walk the walk and just be,
But somehow, it keeps on eluding me.

I remember what happened before:
Ups and downs by the score;
But my fears of the unknown creep in,
And oops! I'm walking backward again.

(Source: ©1999 John Dean Williamsen, speaker and author. www.penetnetwork.org)

"Life is not just a journey to the grave with the intention of arriving safely in a pretty and well-preserved body, but rather to skid in broadside, thoroughly used up, totally worn out, and loudly proclaiming: Wow, what a ride!"

—Unknown

SECRETS FOR GETTING YOUR CAR THROUGH THE WINTER

Winter is hard on every part of your car. Here are some tips for cold weather care to get you going.

Make sure your battery is in top shape. Your local garage should have a battery load tester. This device simulates a hard start and how it drags on the battery's available power. Cold engines with cold oil in the crankcase are hard to turn over, making the battery work harder. A battery that works fine in the summer can easily leave you stranded. A good rule of thumb is that a battery that is 3 or more years old should be tested. Batteries rarely last more than 5 years. Aftermarket high-powered accessories like fog lights or car stereo amplifiers can shorten the life of your battery even more.

If you have one, run the electric defroster only as long as necessary. Because a defroster transforms electricity into heat, it draws a lot of amps from the battery. Definitely use it, but turn it off when the window is clear. Winter is hard enough on the battery without the defroster.

Buy a soft bristle broom to remove snow. Most brooms around the house are too rough and can easily scratch the paint on your car. A good test is to try a brush stroke on your hand. If it feels soft enough, it probably is. Home Depot always has a nice selection of brooms if the ones at your home are too rough. Now put your broom in your trunk and leave it there before someone else uses it to sweep up something abrasive. Use it exclusively on your car, and you won't damage that expensive paint job.

Purchase a good ice scraper. Working at an auto glass shop, I see the wounded windshields after every snow. Improvising car owners have used spatulas, screwdrivers, chisels, and anything else they had around to get that troublesome ice off quickly. Plan ahead and get your scraper before the first snow, while your favorite auto parts store has them in stock. In a pinch, defrost the windshield on high for a

few minutes and use the edge of the credit card you have with the highest interest rate. With any luck, you will get an unscratched ice-free windshield AND break that nasty credit card in half.

Ever tried to put your key in the car door lock, but it wouldn't even go all the way in? Your lock has frozen. Auto parts stores carry something called lock de-icer that costs less than a buck. I keep one wherever I park my car. Insert the small tip into the keyhole and then squeeze in the liquid contents. The lubricant usually breaks down the ice in the lock. Buy two. A good backup plan is leaving the door unlocked. The downside, of course, is that the local bums might take up residence in the back of your car!

Keep your wiper blades off the windshield. Too often we jump into the car and turn on the wipers to clean off ice and snow. If the wiper blades are resting on the glass, they are frozen and will tear when turned on. Many domestic cars have a plastic movable gadget on the wiper arm that can be adjusted for winter weather. While in the winter setting, parked wipers are lifted off the glass with the plastic riser. For foreign cars and some of the newer domestics, just lift the wiper arm 90 degrees; most will rest there pointing at the sky. Then just ease them down to the windshield after you have cleaned it. This is how you avoid wipers freezing to the windshield and being torn at the first swipe.

Engines that turn over slowly in the morning can be heated. Buy an engine dipstick heater. It plugs into any wall socket and uses very little electricity. It will warm the oil and keep it from getting thick. This will keep the battery from working overtime.

Pat Goss from Goss's Garage recommends using a light bulb under the hood to heat the engine. Make sure the bulb has a safety cage like a standard drop light and that the light and its cage are not near anything flammable like oil or grease. Your car will appreciate it!

(Source: Posted on the Web at www.crackedwindshield.com)

"It's not the load that breaks you down, it's the way you carry it."

—Lena Horne, Actress/Singer

FOOD FOR THOUGHT

So You Think You Know Everything?

A dime has 118 ridges around the edge.

A cat has 32 muscles in each ear.

A crocodile cannot stick out its tongue.

A dragonfly has a life span of 24 hours.

A goldfish has a memory span of 3 seconds.

A "jiffy" is an actual unit of time for 1/100th of a second.

A shark is the only fish that can blink with both eyes.

A snail can sleep for 3 years.

Al Capone's business card said he was a used furniture dealer.

All 50 states are listed across the top of the Lincoln Memorial on the back of the \$5 bill.

Almonds are a member of the peach family.

An ostrich's eye is bigger than its brain.

FINANCES

Recent Changes May Affect Your 2004 Taxes

Some recent tax law changes are effective for the 2004 tax year. If these items affect you, be sure to get the details when you prepare your tax return early next year.

Child Tax Credit—Taxpayers with a credit amount more than their tax could get a refund of the difference, up to 15 percent of the amount by which their 2004 taxable earned income exceeds \$10,750. This percentage was raised from 10 percent to 15 percent for 2004, meaning a larger refund for many of these taxpayers.

Combat Pay—Some military personnel receiving combat pay get larger tax credits because of two law changes. The new law counts excludable combat pay as income when figuring the child tax credit and gives the taxpayer the option of counting or ignoring combat pay as income when figuring the earned income tax credit. Counting combat pay as income when calculating these credits does not change the exclusion of combat pay from taxable income.

Sales Tax Deduction—Taxpayers who itemize deductions will have a choice of claiming a State and local tax deduction for either sales or income taxes on their 2004 and 2005 returns.

The IRS will provide optional tables for use in determining the deduction amount, relieving taxpayers of the need to save receipts throughout the year. Sales taxes paid on motor vehicles and boats may be added to the table amount, but only up to the amount paid at the general sales tax rate. Taxpayers will check a box on Schedule A, Itemized Deductions, to indicate whether their deduction is for sales or income taxes.

Tuition and Fees Deduction—Beginning in 2004, the amount of qualified education expenses you can take into account in figuring your tuition and fees deduction increases from \$3,000 to \$4,000 if your modified adjusted gross income (MAGI) is not more than \$65,000 (\$130,000 if you are married filing jointly). If your MAGI is more than \$65,000 (\$130,000), but not more than \$80,000 (\$160,000 if you are married filing jointly), your maximum tuition and fees deduction will be \$2,000. No tuition and fees deduction will be allowed if your MAGI is more than \$80,000 (\$160,000).

Alternative Minimum Tax—The \$58,000 AMT exemption amount for married couples (\$40,250 for single individuals) is extended for 1 year (through 2005). Without action, it will drop to \$45,000 for married (\$33,750 for single) for 2006.

Educators' Deduction—This deduction had expired at the end of 2003, but was restored for 2 more years. Expenses incurred any time this year may qualify for the deduction, not just those since the act was signed on October 4.

The deduction is available to eligible educators in public or private elementary or secondary schools. To be eligible, a person must work at least 900 hours during a school year as a teacher, instructor, counselor, principal, or aide.

An educator may subtract up to \$250 of qualified out-of-pocket expenses when figuring adjusted gross income. This deduction is available whether or not the taxpayer itemizes deductions on Schedule A.

The IRS suggests that educators keep records of qualifying expenses in a folder or envelope with a label such as "Educator Expense Deduction," noting the date, amount, and purpose of each purchase. This will help prevent a missed deduction at tax time.

(Source: Internal Revenue Service at www.irs.gov. Click on "Individuals" for a list of helpful sites, including an "ETC Assistant" to help you determine if you are eligible for the earned income tax credit and a withholding calculator to determine if you are having enough (or too much) withheld from your pay.)

THOUGHT DU JOUR

No nursing home for us. We are checking into the Holiday Inn!

With the average cost for nursing home care costing \$188.00 per day, there is a better way when we get old and feeble.

We have already checked on reservations at the Holiday Inn. For a combined long-term stay discount and senior discount, it's \$49.23 per night. That leaves \$138.77 a day for: breakfast, lunch, and dinner in any restaurant we want, or room service, laundry, gratuities, and special TV movies. Plus, they provide a swimming pool, a workout room, a lounge, and washer and dryer. Most have free toothpaste and razors, and all have free shampoo and soap.

Providing \$5 worth of tips a day will have the entire staff scrambling to help you. They treat you like a customer, not a patient.

There is a city bus stop out front, and seniors ride free. The handicapped bus also will pick you up (if you fake a decent limp).

To meet other nice people, call a church bus on Sundays.

For a change of scenery, take the airport shuttle bus and eat at one of the nice restaurants there. While you're at the airport, fly somewhere. Otherwise, the cash keeps building up.

It takes months to get into decent nursing homes. Holiday Inn will take your reservation today. And you are not stuck in one place forever, you can move from Inn to Inn, or even from city to city. Want to see Hawaii? They have a Holiday Inn there too.

TV broken? Light bulbs need changing? Need a mattress replaced? No problem. They fix everything and apologize for the inconvenience.

The Inn has a night security person and daily room service. The maid checks to see if you are ok. If not, they will call the undertaker or an ambulance. If you fall and break a hip, Medicare will pay for the hip, and Holiday Inn will upgrade you to a suite for the rest of your life.

And no worries about visits from family. They will always be glad to find you and probably check in for a few days mini-vacation.

The grandkids can use the pool. What more can you ask for?

So, when we reach that golden age, we'll face it with a grin.

Just forward all our e-mail to Holiday Inn.

—Author Unknown



Questions/Comments to:

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An online version of this newsletter may be found at http://www.hq.nasa.gov/office/codec/cc/navig-1_05.pdf
